RJ REYNOLDS

TOBACCO COMPANY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

May 6, 1998

RJR Account #«SIS»
«NAME»
«ACCOUNT»

JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541

Dear «GREETING»:

DORAL B8G2F 'PRE-SLEEVED' product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

«PO»

DORAL B4G1F BRAND STYLEs	UPC Code	#/ (6M) Cases
Light King	12300-25291	«STYLE1»
Light 100	12300-25292	«STYLE1»
FF 100	12300-25293	«STYLE1»
Lt Men 100	12300-25294	«STYLE1»
Ult Lt 100	12300-25295	«STYLE1»
Box 100	12300-25296	«STYLE1»
Lt Box 100	12300-25297	«STYLE1»

Billing per 6M Case: **24 Savings Cartons**

Product Arrival: **May 18, 1998**

Ship Date to Retail: **Week of: June 8, 1998**

EFT $ Amount: **$«EFT»**

PARTNERS 'BONUS' REPORTING DESCRIPTION	'DOR JUN B8G2F'

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Source: https://www.industrydocuments.ucsf.edu/docs/sycn0000

PROMOTION DESCRIPTION:

**** * * * NO PACKING IS REQUIRED * * * ****

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST.

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you $3.60 per each **promoted 6M** case for all product packed and shipped to retail on a timely basis. This equates to **$«PYMT» («CASES» (6M) case(s) @ $3.60)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: «CC»
L. E. MacWilliams

Enclosure: Customer List
Promotional Flyer

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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Source: https://www.industrydocuments.ucsf.edu/docs/sycn0000

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DIRECT ACCOUNT RETAIL CUSTOMER LIST

PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

RETAIL DISTRIBUTION DATE: 6/8/98

* NO PACKING REQUIRED * POS Kits / FloorBase Displays will be shipped directly to Retail Accounts

7 BRAND STYLES: DORALLT/LT100/FE100/LTMEN100/HLTLT100/BOX100/LTBOX100 — 7 STYLES

SHIP TO	SOLD TO	CUST.	ACCOUNT NAME	ADDRESS	CITY	STATE	DISTRICT	DIST.	SALES ROUTE	ROUTE	CARTONS PER STYLE	
163804	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	BI	423295	AUBURN MERCH. DIST.	8347	30	
163805	163820	64556	FOODS PLUS CONV.	5 PLAISTOW RD	PLAISTOW	NH	CS	423295	AUBURN MERCH. DIST.	4904	30	
							423295 Total				2	CASE(S) PER STYLE

Outside Directs

Source: https://www.industrydocuments.ucsf.edu/docs/sycn0000

DIRECT ACCOUNT RETAIL CUSTOMER LIST

PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

RETAIL DISTRIBUTION DATE: 6/8/98

NO PACKING REQUIRED - POS Kits / Floor Base Displays will be shipped directly to Retail Accounts

7 BRAND STYLES - DORAL GT/LT 100/FF 100/TMEN 100/LT 100/BOX 100/LT BOX 100 — 7 STYLES

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
163803	163821	552856	ONE STOP PLAZA CONV.	16 MAIN ST	WINCHENDON	MA	CS	409680	GEO. MELHADO AND CO	60379	30	
163804	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH	BI	409680	GEO. MELHADO AND CO	7762-9	30	
163804	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	BI	409680	GEO. MELHADO AND CO		30	
163804	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIEL	NH	BI	409680	GEO. MELHADO AND CO		30	
163804	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	BI	409680	GEO. MELHADO AND CO	971556	30	
163805	163820	346403	POST-TIME	375 S BROADWAY	SALEM	NH	CS	409680	GEO. MELHADO AND CO		30	
							409680 Total				6	CASE(S) PER STYLE

Source: https://www.industrydocuments.ucsf.edu/docs/sycn0000

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DIRECT ACCOUNT RETAIL CUSTOMER LIST

PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

RETAIL DISTRIBUTION DATE: 6/8/98

NO PACKING REQUIRED - POS Kits / Floor Base Displays will be shipped directly to Retail Accounts

7 BRAND STYLES - DORAL CT/LT 100/FF 100/LT MENT 100/LT FR 100/BOX 100/CT BOX 100

7 STYLES

[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
162210	162227	130056	TOBI CORP.	6 DOLSON AVE	MIDDLETOWN	NY	CS	181760	EMPIRE CANDY &TOB.	8399	30
162210	162227	641285	MIDDLETOWN BEER & SO	263 ROUTE 211 E	MIDDLETOWN	NY	CS	181760	EMPIRE CANDY &TOB.	44755	30
162210	162227	654793	THE BEER STORE	77 PLEASANT STREET	MONTICELLO	NY	CS	181760	EMPIRE CANDY &TOB.		30
							181760 Total				3 CASE(S) PER STYLE

Source: http://www.industrydocuments.ucsf.edu/docs/

DIRECT ACCOUNT RETAIL CUSTOMER LIST

PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

RETAIL DISTRIBUTION DATE: 6/8/98

NO PACKING REQUIRED - POS Kits/ Floor Base Displays will be shipped directly to Retail Accounts.

7 BRAND STYLES - DORAL PT/ LT 100/ EF 100/ LT MEN 100/ ULT LT 100/ BOX 100/ LT BOX 100

7 STYLES

163804	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROAD	HINSDALE	NH	BI	166680	E&J DISTRIBUTORS INC	13555	30	
							166680 Total				1	CASE(S) PER STYLE

Source: https://www.industrydocuments.ucsf.edu/docs/sycm0000

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DIRECT ACCOUNT RETAIL CUSTOMER LIST

PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

RETAIL DISTRIBUTION DATE: 6/8/98

NO PACKING REQUIRED - POS Kits / Floor Base Displays will be shipped directly to Retail Accounts.

7 BRAND STYLES: DORAL LT / LT 100 / FF 100 / LT MEN 100 / ULT LT 100 / BOX 100 / LT BOX 100

7 STYLES

[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
162607	162228	775460	FIVE STAR BUSY MART	400 N BUFFALO ST	ELKLAND	PA	CS	151300	W. A. DEHART	935726	30
							151300 Total			1	CASE(S) PER STYLE

Source: https://www.industrydocuments.ucsf.edu/docs/sycn0000

DIRECT ACCOUNT RETAIL CUSTOMER LIST

PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

RETAIL DISTRIBUTION DATE: 6/8/98

NO PACKING REQUIRED - POS Kits / Floor Base Displays will be shipped directly to Retail Accounts.

7 BRAND STYLES - DORAL LT, LT100, FF100, LTMEN100, ULTLT100, BOX100, LTBOX100

7 STYLES

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
162309	162329	179489	CIRCLE CARDS N	345 DOWNING DR	YORKTOWN HEI	NY	OH	550558	HAROLD LEVINSON		30
162309	162329	425759	TREASURE CHEST, INC.	DBA LYN'S HALLMARK	MAHOPAC	NY	OH	550558	HAROLD LEVINSON		30
162309	162329	550256	ALL IN ONE CARD SHOP	RR 6 BOX 22	BREWSTER	NY	OH	550558	HAROLD LEVINSON		30
162309	162330	179440	MONUMENT STATIONERY	314 HIGHLAND AVE	PEEKSKILL	NY	TB	550558	HAROLD LEVINSON		30
							550558 Total				4 CASE(S) PER STYLE

Source: http://www.industrydocuments.ucsf.edu/docs/sycn0000

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DIRECT ACCOUNT RETAIL CUSTOMER LIST

PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

RETAIL DISTRIBUTION DATE: 6/8/98

NO PACKING REQUIRED - POS Kits / Floor Base Displays will be shipped directly to Retail Accounts.

7 BRAND STYLES - DORAL LT/ET 100/ FF 100/ ELMEN 100/ ULT LT 100/ BOX 100/ ER BOX 100 — 7 STYLES

162301	162323	549130	COLONIAL DELI MART	191 SWANTON RD	SAINT ALBANS	VT	CN	503160	PINE STATE TOB.&CDY.	935072	30
162302	162325	114564	BILLMONTS COUNTRY ST	RT 8	STAMFORD	VT	BI	503160	PINE STATE TOB.&CDY.	994616	30
163801	163828	769387	M & M BEVERAGE	DBA FIRED-UP	SOUTH BARRE	VT	CS	503160	PINE STATE TOB.&CDY.	995845	30
163804	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	BI	503160	PINE STATE TOB.&CDY.		30
163804	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	BI	503160	PINE STATE TOB.&CDY.	967802	30
163807	163826	573876	WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	CS	503160	PINE STATE TOB.&CDY.	908038	30
163807	163826	579433	LACONIA SPA	65 CHURCH ST	LACONIA	NH	CS	503160	PINE STATE TOB.&CDY.		30
								503160 Total			7 CASE(S) PER STYLE

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DIRECT ACCOUNT RETAIL CUSTOMER LIST

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RETAIL DISTRIBUTION DATE: 6/8/98

NO PACKING REQUIRED - POS Kits / Floor Base Displays will be shipped directly to Retail Accounts:

7 BRAND STYLES: DORAL LT/LT100/FF100/LTMEN100/ULT/LT100/BOX100/LTBOX100

7 STYLES

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
162303	162324	704360	DOLLAR PLACE	2080 WESTERN AVE	GUILDERLAND	NY	OH	495892	J.POLEP DIST.SERVICE	197004	30
							495892 Total				1 CASE(S) PER STYLE

Source: https://www.industrydocuments.ucsf.edu/docs/sycn0000

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DIRECT ACCOUNT RETAIL CUSTOMER LIST

PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

RETAIL DISTRIBUTION DATE: 6/8/98

** NO PACKING REQUIRED ** POS Kits / Floor Base Displays will be shipped directly to Retail Accounts.

7 BRAND STYLES: DORAL LT/ LT100/ FB100/ LTMENT100/ULTRA100/ BOX100/LTBOX100

7 STYLES

[illegible]	[illegible]	[illegible]	ACCOUNT NAME	ADDRESS	CITY	STATE	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
163805	163820	103056	TEXACO PAYSAVER	531 S BROADWAY	SALEM	NH	CS	472920	ALBERT H NOTINI SONS	945550	30
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	CS	472920	ALBERT H NOTINI SONS	944983	30
163805	163820	104514	SHYERS LOBSTER POUN	380A S BROADWAY	SALEM	NH	CS	472920	ALBERT H NOTINI SONS		30
163805	163820	689422	WORLD FAMOUS STATEL	24 BRIDGE ST	PELHAM	NH	CS	472920	ALBERT H NOTINI SONS	936047	30
163805	163824	486298	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	CS	472920	ALBERT H NOTINI SONS	933689	30
							472920 Total				5 CASE(S) PER STYLE

Source: https://www.industrydocuments.ucsf.edu/docs/syen0000